

Selling To The Commonwealth: Strategies For Success



Doing Business With Northern Virginia Community College (NVCC) Tuesday, October 17, 2006

Registration & Networking 7:30 am to 8:30 am

Workshop 8:30 am to 12:30 pm

SWAM Supplier Expo 12:30 pm to 1:45 pm

Northern Virginia Community College - Annandale Campus
Richard J. Ernst Community Cultural Center
Building is labeled "CE" on campus map.

**Click Here
For
Directions**

There is no charge to attend.

Representatives from Northern Virginia Community College (NVCC) will discuss how to do business with six NVCC campuses in the NOVA region.

Representatives from the Commonwealth will discuss how to navigate contracting opportunities with state government, state certification, and use of eVA, the state's electronic purchasing system.

This is your opportunity to:

Meet buyers from six NVCC campuses - Alexandria, Annandale, Loudoun, Manassas, Medical Education (Springfield) and Woodbridge.

Introduce your business to NVCC buyers.

Hear what products and services NVCC purchases.

Receive business assistance with state certification and eVA.



**NORTHERN VIRGINIA
COMMUNITY COLLEGE**



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A G E N D A

Doing Business With Northern Virginia Community College (NVCC) Tuesday, October 17, 2006

7:30-8:30 AM SWAM SUPPLIER REGISTRATION / COFFEE & PASTRIES

8:30-8:50 WELCOME

Ms. Alison Baker, Vice-President Financial & Administrative Services
Northern Virginia Community College

8:50-9:15 SELLING TO THE COMMONWEALTH WITH Q&A

Deborah Hudson, Procurement Assistance Manager,
Virginia Department of Business Assistance

9:15-9:45 DOING BUSINESS WITH NVCC

Mr. Jonathon Pierson, Director of Purchasing Office, NVCC

9:45-10:15 SUCCESS STORY

John Chesley, President, Eastern Excavating Company

10:15-10:30 NETWORKING & COFFEE BREAK

10:30-11:10 PRESENTATIONS GE MASTERCARD/SWAM WITH Q&A

Ms. Valerie J. Smith, Virginia Department Accounts

11:10-11:50 eVA DEMOS WITH A Q&A

Mr. Shane Caudill, Virginia Department Purchases & Supply

11:50-12:30 VIRGINIA DEPARTMENT OF MINORITY BUSINESS ENTERPRISE

Presenter TBD

12:30-1:45 SWAM SUPPLIER EXPO & BOX LUNCH

1:45 SUPPLIER EXPO ADJOURNS



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Tuesday, October 17, 2006

ATTENDEE INFORMATION:

Name _____ Title _____

Business/Organization _____ FIN (Fed. ID Number) _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____ Email _____

eVA Registered: ☐ YES ☐ NO

Certified by the Commonwealth as Small, Woman or Minority (SWAM) Owned: ☐ YES ☐ NO

There is no charge to attend. A boxed lunch will be provided to those whose registrations are received by October 2, 2006.

WORKSHOP LOCATION:

Northern Virginia Community College, Annandale Campus

Richard J. Ernst Community Cultural Center - Building is labeled "CE" on campus map.

REGISTRATION: 7:30 TO 8:30 AM | WORKSHOP: 8:30 AM TO 12:30 PM



TO REGISTER VIA FAX COMPLETED REGISTRATION FORM TO:

Fax: (703) 323-3019, Attn: Humaira Mujib,

Email: hmujib@nvcc.edu

QUESTIONS OR SPECIAL NEEDS:

(703) 323-3058

